

many times before Waterman commenced to be the "original inventor."

Contrast the history of the Parker Anti-Break Cap patent (which was filed in the patent office April 9th, 1900, and notice of allowance received June 18th, 1900, which prompt allowance of patent shows that no similar invention has ever been filed with the patent office, thus insuring a strong, valid patent) with that of Waterman as outlined in the foregoing, and draw your own conclusions.

As Waterman claims that all he does is done in the interests of the trade, we know he will be glad to have us inform you of the truth in the matter as we have done in this little leaflet.

"You can fool some of the people some of the time, but you can't fool all of the people all of the time."

Let every dealer fully understand this matter. Our goods are covered by strong and valid patents belonging to us. They infringe the right of no one. We will guarantee full protection to every dealer who handles the Parker Pen. We have not only the disposition, but the money as well to protect not only our rights but the rights of our customers as well. It is perhaps quite generally known that Waterman's patent on his feeder containing the open channel and slits, or fissures, in same, expired some time ago, so that anyone can make an exact duplicate of the Waterman feeder and fissures, if they so desire.

We believe every dealer into whose hands this little leaflet goes, and who will take the trouble to read it and verify it, will refuse to be dictated to as to what pen he shall buy or what pen he shall not buy, and further refuse to be a cat's paw to pull chestnuts out of the fire for someone else.

If we cannot win your trade by fair, open competition on honorable lines, then we do not want it.

Yours truly,

THE PARKER PEN CO.,
Janesville, Wis. U. S. A.

The GEO. S. PARKER Jointless Lucky Curve Fountain Pen

ANTI-BREAK CAP, Warranted Against Cracking or Splitting for One Year

NO JOINTS
NO THREADS
NO LEAKS

CONTAINS THESE
PATENTED
IMPROVEMENTS

3 ANTI-BREAK CAP, PAT. JULY, 1900
LUCKY CURVE FEED, PAT. JAN., 1904
SPRING LOCK, PAT. APRIL, 1909



Showing feeding mechanism removed ready for filling.

Fountain Pen History.

There has been so much haze and mist thrown around the subject of Fountain Pen patents by those who have been interested in so doing, that we thought it best to issue a little statement to the trade.

We have nothing to conceal. Have no apologies to make. We believe that the world is abundantly large to furnish anyone a good opportunity to display his talents, if he has any, in selling goods that are good enough to sell on their merits.

We desire to call your attention to the unfair, unbusinesslike and cowardly attempts on the part of the L. E. Waterman Pen Co., to secure business for their company. They send their travelers to solicit business, and when they call on a dealer who is selling Parker Fountain Pens, if they cannot sell this dealer Waterman Fountain Pens, (which is the case in ninety-nine cases out of a hundred,) if they think he will stand it they attempt to brow-beat him and dictate to him what pen he shall handle and what pen he shall not, claiming that the cap used on the Parker Pen is an infringement on the Waterman. If the dealer insists upon managing his own affairs, and tells the traveler to mind his, then the traveler sends in



(Face Simile of Cooley Patent Pen—Sectional View. Showing taper cap and joint.) Issued years before the Inventor (?) Waterman's.

the name of the dealer to the Waterman Pen Co., and the dealer receives a stereotyped form letter signed by L. E. Waterman or an alleged attorney for the Waterman Pen Co.; claiming that the Parker Pen Cap is an infringement on the Waterman, and intimating that suits are pending against the Parker Pen Co., to enjoin from the manufacture of our Anti-Break Cap.

It is perhaps needless to say that the above mentioned letter gives every evidence of a case of "sour grapes", or as some people might say, "the ravings of an old man in his dotage."

Waterman has never brought suit against the Parker Pen Co., nor has he ever won any suit against any company where the validity of his patent, or patents, has been in question. Under the circumstances, it is plain to be seen that it required a large amount of liquid air nerve to say to a dealer not to buy any Parker Pens *until the suit was decided*, (which had never been begun.)

The question naturally arises: If Waterman was so sure he was being infringed upon, why did he not commence suit against the manufacturer, and meet competition openly in a straightforward, manly way, instead of misrepresenting facts to dealers.

To have the appearance of being consistent and to further mystify the trade, Waterman, learning that one of our travelers was in Philadelphia last fall, had papers served on him, as though he were the Parker Pen Co., and immediately commenced to advertise that suit was pending against the Parker Pen Co. The matter was brought before Judge Dallas of the Eastern District of Pennsylvania, who at once threw the case out of court, with costs taxed up to the Waterman Pen Co., and told the Waterman Co. that if the Parker Pen Co. was sued, suit must be brought against the company itself.

From this decision the Waterman Pen Co. appealed, and it may be

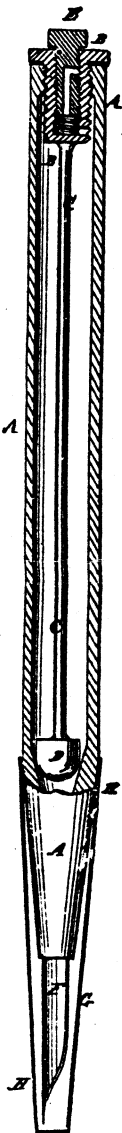
of farther interest to you to know that the Court of Appeals sustained the decision of the lower Court, and the Waterman Pen Co. were again beaten, with additional costs taxed up to them.

Waterman claims he was the inventor (?) of a taper cap. The patent office again says that: the records show some seventeen different fountain pen patents, which show the taper joint, all prior to the inventor (?) Waterman's application. Nevertheless, Waterman filed his application for patent on taper joint! All the claims were rejected by the patent office and Waterman evidently concluded that he was not the real inventor, for he abandoned the application. It was difficult for him to see why he was not the inventor, even though the patent office records showed many similar previous inventions. So finally he again filed another application for the same thing he had abandoned on account of want of novelty and patentability. It was turned down by the patent office again and again, for a period of several years, until 1898, when the patent was finally allowed by Waterman's acquiescing that the material (Hard rubber) of which his cap was made was radically elastic. Is it?

About the only real use his cap patent can be put to is for the purpose of a "bluff."

It is a well known fact that the United States government will not issue two patents for the same device or invention. When an application for a patent is filed, search is made in the patent office for prior inventions; if any are found there then applicant must change his application, otherwise no patent will be issued. Where a patent drags along in the patent office year after year it is because the Patent Examiner cannot find a patentable invention.

This is the history of the subject. Patent lawyers laugh at the idea of a cap patent, such as Waterman's, ever being sustained by any court, as this style joint has been used many,



(Face Simile of the Hamilton Patent Pen—Sectional View. Showing taper cap and joint.) Patented nearly thirty years ago.